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U. S. FARM CREDIT ADMINISTRATION
WASHINGTON, D. C.

STATISTICS OF FARMERS'
MARKETING AND PURCHASING COOPERATIVES
1937-38 MARKETING SEASON

By
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COOPERATIVE RESEARCH AND SERVICE DIVISION

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STATISTICS OF FARMERS' MARKETING AND PURCHASING COOPERATIVES, 1937-38 MARKETING SEASON ^{1/}

By R. H. Elsworth
Agricultural Economist

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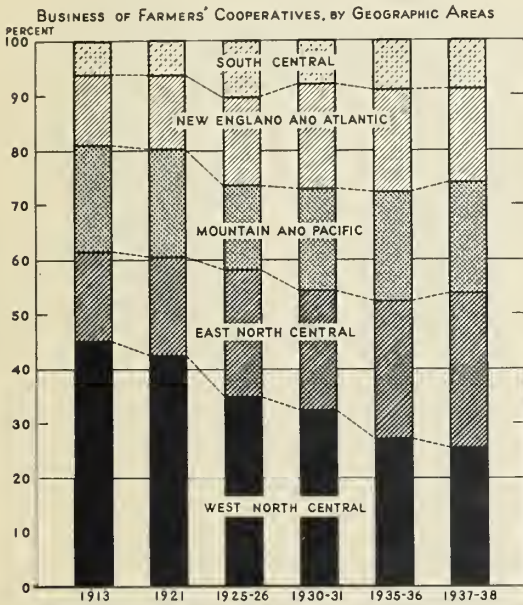


FIGURE 1. - During the 25-year period (1913-1938) the relative importance of farmer cooperative business has declined rather sharply in the West North Central States. The relative importance of the other groups of States has increased.

Cooperative marketing and purchasing by farmers has increased greatly since 1913. ^{2/} During the 25 year period (1913-38) the number of reporting associations has increased from 3,099 to 10,900 (table 1), and dollar business from 310 millions to 2,400 millions (fig. 1). The growth of farmer cooperation and its shifts from section to section and commodity to commodity is an interesting story.

In 1913, 66 percent of the associations, with 59 percent of the cooperative members and 68 percent of the total cooperative business, were in the states to the West of the Mississippi River. During the 25 years from 1913 to 1938, the percentage for the number of associations west of the

^{1/} A marketing season includes the period during which the farm products of a specified year are moved into the channels of trade. Marketing seasons overlap.

Early fruits and vegetables are marketed during the beginning months of the calendar year. Fluid milk, butter, eggs, poultry, and livestock are marketed continuously, the "cut-off" usually being as of Dec. 31. The greater part of the wool clip has passed out of the control of the producers' marketing association before the close of the calendar year. The marketing of cotton, grain, tobacco, nuts, apples, and potatoes by the farmers' cooperatives continues from the time of harvesting until midsummer of the following year and in the case of tobacco until late fall. Not infrequently the books of the marketing associations are closed by crediting the business with the value of the unsold products and making a charge of the same amount against the new marketing season.

^{2/} This is the first year for which there is fairly complete data as to the number of active associations and volume of business. (See U.S.D.A. Bulletin No. 547, pp. 14-25; U.S.D.A. Technical Bulletin, No. 1302, pp. 14, 15).

river dropped from 66 to 62; the membership percentage dropped from 59 to 48; and the percentage for business transacted declined from 68 to 52. These figures seem to indicate that the center of farmer cooperative activity is slowly moving eastward, although the center is still west of the Mississippi River.

The seven States in the West North Central division constituted the most important group in 1913. In these States were located 51 percent of the active associations with 39 percent of the total membership.

TABLE 1. - FARMERS' MARKETING AND PURCHASING ASSOCIATIONS:
NUMBER, ESTIMATED MEMBERSHIP, AND ESTIMATED BUSINESS,
1913 TO 1937-38

YEAR	ASSOCIATIONS LISTED <i>1/</i>	ESTIMATED MEMBERS <i>2/</i>	ESTIMATED BUSINESS
	<i>Number</i>	<i>Number</i>	<i>1,000 Dollars</i>
1913	3,099	-	310,313
1921	7,374	-	1,256,214
1925-26	10,803	2,700,000	2,400,000
1927-28	11,400	3,000,000	2,300,000
1929-30	12,000	3,100,000	2,500,000
1930-31	11,950	3,000,000	2,400,000
1931-32	11,900	3,200,000	1,925,000
1932-33	11,000	3,000,000	1,340,000
1933-34	10,900	3,156,000	1,365,000
1934-35	10,700	3,280,000	1,530,000
1935-36	10,500	3,660,000	1,840,000
1936-37	10,752	3,270,000	2,196,000
1937-38	10,900	3,400,000	2,400,000

1/ Includes independent local associations, federations, large-scale centralized associations, sales agencies, and independent service-rendering associations, and subsidiaries whose business is distinct from that of the parent organizations.

2/ Includes members, contract members, and shareholders, but does not include patrons not in these categories.

SOURCE OF DATA: Annual and special reports, schedules and other information pertaining to farmers' cooperatives, in the collection of source material, Cooperative Research and Service Division, Farm Credit Administration.

More than 45 percent of the total cooperative business for that year was credited to the division. The other groups, ranked according to cooperative business transacted in 1913, are as follows: Mountain and Pacific, East North Central, New England and Atlantic, and South Central (table 2, fig. 1).

Between 1913 and 1938, the East North Central group advanced to first place; the West North Central group fell back to second place, and, the Mountain and Pacific group dropped from second to third place. The

other groups held the same positions in 1937-38 as in 1913 (table 2, fig. 1).

Marked changes have taken place in the standing of the commodity groups since 1913 (table 3, fig. 2). More than 40 percent of the cooperative business for 1913 was originated by farmers' elevators; over 22 percent by the associations handling fruits and vegetables; and 19 percent by the cooperative creameries and cheese factories. During the 1937-38 marketing season grain business amounted to less than 20 percent of the total, and the fruit and vegetable business was 12 percent. The dairy business, however, increased from less than 20 percent in 1913 to more than 28 percent in 1937-38, and the livestock business from less than 2 percent to 13 percent of the total. Cooperative purchasing increased from less than 2 percent to 15 percent (table 3, fig. 2).

TABLE 2. - FARMERS' MARKETING AND PURCHASING ASSOCIATIONS:
PERCENTAGE OF ESTIMATED BUSINESS BY GEOGRAPHIC DIVISIONS,
1913 TO 1937-38

GEOGRAPHIC DIVISION	1913	1921	1925-26	1930-31	1935-36	1937-38
	<i>Percent</i>					
New England	2.1	1.9	3.5	3.8	3.9	3.9
Middle Atlantic	4.9	7.5	6.4	10.2	10.5	8.9
South Atlantic	5.7	4.0	6.3	5.0	4.1	4.3
East North Central	16.5	18.1	23.3	21.8	25.1	28.2
West North Central	45.1	42.5	34.9	32.5	27.2	25.5
East South Central	3.0	.8	4.9	2.5	3.4	2.9
West South Central	3.1	5.5	5.4	5.5	5.8	6.0
Mountain	2.9	2.8	2.9	4.1	4.8	4.3
Pacific	16.7	16.9	12.4	14.6	15.2	16.0
Total	100.0	100.0	100.0	100.0	100.0	100.0
Number of associations	3,099	7,374	10,803	11,950	10,500	10,900

SOURCE OF DATA: Annual and special reports, schedules and other information pertaining to farmers' cooperatives, in the collection of source material, Cooperative Research and Service Division, Farm Credit Administration.

THE 1937-38 MARKETING SEASON

Two-thirds of the 10,900 associations active during the 1937-38 marketing season were located in the 12 North Central States (table 4). Fourteen percent were in the Mountain and Pacific States; 10 percent in the Atlantic Coast States; and 9 percent in the South Central States. Minnesota was credited with the largest number of associations, as it has been each year since 1913. Wisconsin held second place and Iowa third place.

Membership was more evenly distributed among the 48 States in 1937-38 than was the number of associations. Fifty-seven percent of the total of 3,400,000 members, however, were found in the North Central States; 17 percent in the Atlantic Coast States; 15 percent in the South Central States; and 11 percent in the Western States (table 4). Of the 48 States, Illinois was first in total membership, Minnesota second, and Iowa third.

More than half of the total cooperative business for the marketing season was handled by the 7,215 associations in the North Central States. The Mountain and Pacific States handled 20 percent of the total business; the Atlantic Coast States, 17 percent; and the 8 South Central States, nearly 9 percent (table 4).

Of the 10,900 farmers' marketing and purchasing cooperatives active at the close of the 1937-38 marketing season (table 5), 8,300 were engaged in moving the crops and animals produced in 1937 into the channels of trade; and 2,600 associations were purchasing for their farmer-members the fertilizer, seed, feed, and other supplies needed (table 5).

The marketing associations, with a combined membership of two and a half million, reported sales and miscellaneous income amounting to more than two billion dollars. The 900,000 farmers in the purchasing associations bought from their organizations supplies and services valued at \$350,000,000.

Included in the business of the marketing associations, however, is an estimated \$117,000,000 representing charges for supplies furnished members; and, included in the business of the purchasing associations, is an item of \$27,000,000 received from the sale of farm products. After making the proper adjustments the final figures are: Marketing business \$1,960,000,000; purchasing business \$440,000,000; total for both groups \$2,400,000,000 (table 5).

The number of marketing cooperatives has increased from 2,988 in 1913 to 8,300 in 1937-38. The total membership in 1937-38 was only a little larger than that of the 1925-26 marketing season, and the dollar business was not quite as large as it was 12 years earlier (table 6). This is partly because prices were lower in 1937-38 than in the middle nineteen twenties.

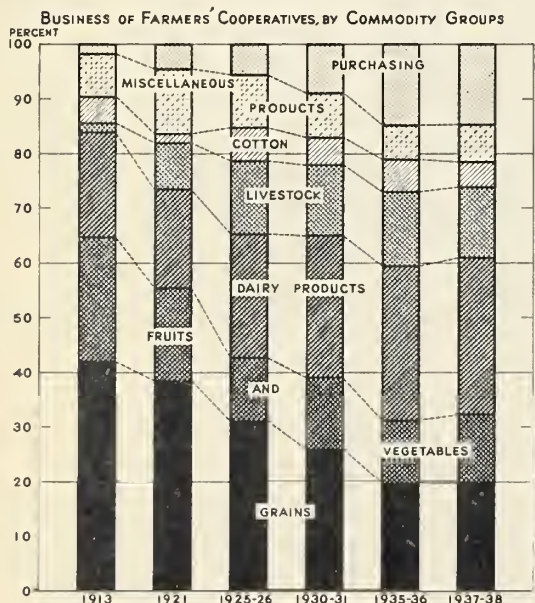


FIGURE 2. - A larger percentage of the total farmer cooperative business is handled by the purchasing, livestock, and dairy associations now than 25 years ago.

TABLE 3. - FARMERS' MARKETING AND PURCHASING ASSOCIATIONS:
 PERCENTAGE OF ESTIMATED BUSINESS BY COMMODITY GROUPS,
 1913 TO 1937-38

COMMODITY GROUP	1913	1921	1925-26	1930-31	1935-36	1937-38
	Percent					
Cotton and Products	4.9	1.9	6.2	5.4	6.0	4.6
Dairy Products	19.2	18.1	22.3	25.8	28.3	28.6
Fruits, Vegetables	22.5	17.0	11.7	13.3	11.5	12.5
Grain, Dry Beans, Rice	42.1	38.4	31.2	25.9	19.6	19.8
Livestock	1.6	8.5	13.3	12.5	13.6	13.0
Nuts	-	1.3	.7	.5	.7	.6
Poultry and Products	-	1.2	1.7	3.6	3.7	3.8
Tobacco	.8	.2	3.8	.3	.6	.5
Wool, Mohair	-	.8	.4	1.1	.6	.5
Misc. Products	7.0	8.0	3.1	2.6	1.6	1.5
Purchasing	1.9	4.6	5.6	9.0	13.8	14.6
Total	100.0	100.0	100.0	100.0	100.0	100.0
Number of associa- tions	3,099	7,374	10,803	11,950	10,500	10,900

SOURCE OF DATA: Annual and special reports, schedules and other information pertaining to farmers' cooperatives, in the collection of source material, Cooperative Research and Service Division, Farm Credit Administration.

DAIRY COOPERATIVES

The dairy cooperatives were the first farmers' organizations to attain a marked degree of permanency. Early in the second half of the nineteenth century they evolved a technique of sufficient merit to assure long life. By 1890 there were 200 or more local creameries and cheese factories. The United States census of 1900 shows the number of such enterprises as more than a thousand. In a survey for 1913 information was obtained for 1,187 active enterprises (table 7).

Cooperatives handling dairy products formed the most important of the commodity groups during the 1937-38 marketing season. The 2,421 active associations had 700,000 members and sold dairy products valued at \$686,000,000. The four States, Wisconsin, Minnesota, Iowa, and Illinois, contained more than 72 percent of these associations, with 42 percent of the total membership and 44 percent of the business. More than half of the dairy organizations are concerned with the making and marketing of butter. The cooperatives in Wisconsin, Minnesota, and Iowa are engaged largely in converting milk into butter and cheese; those in Illinois are active in marketing fluid milk as well as in making butter. Two other States that rank high in dairy marketing activities are New York and California. Sixty-one New York associations with 61,000 members sold in

1937-38 products with a value of 100 million dollars. A large part of this total represented fluid milk sales. Thirty-three associations in California reported combined sales of \$30,000,000 (table 15).

Other States in which the cooperative marketing of dairy products is important are Michigan, Nebraska, and Ohio. Michigan had 63 associations and sales of \$38,000,000; Nebraska had 51 associations and sales amounting to \$10,000,000; and Ohio, 44 associations and sales of \$22,000,000 (table 15).

TABLE 4. - FARMERS' MARKETING AND PURCHASING ASSOCIATIONS:
NUMBER, ESTIMATED MEMBERSHIP, AND ESTIMATED BUSINESS,
WITH PERCENTAGES, BY GEOGRAPHIC DIVISIONS,
1937-38 MARKETING SEASON

GEOGRAPHIC DIVISION	ASSOCIATIONS LISTED <i>1/</i>		ESTIMATED MEMBERS <i>2/</i>		ESTIMATED BUSINESS <i>3/</i>	
	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>	<i>1,000 Dollars</i>	<i>Percent</i>
New England	172	1.6	133,870	3.9	93,290	3.9
Middle Atlantic	506	4.6	275,190	8.1	212,890	8.9
South Atlantic	466	4.3	160,240	4.7	103,470	4.3
East North Central	2,666	24.5	924,530	27.2	676,230	28.2
West North Central	4,549	41.7	1,017,410	29.9	613,060	25.5
East South Central	282	2.6	267,260	7.9	70,790	2.9
West South Central	730	6.7	256,740	7.6	144,080	6.0
Mountain	580	5.3	164,800	4.8	102,760	4.3
Pacific	949	8.7	199,960	5.9	383,430	16.0
Total	10,900	100.0	3,400,000	100.0	2,400,000	100.0

1/ Includes independent local associations, federations, large-scale centralized associations, sales agencies, and independent service-rendering associations, and subsidiaries whose business is distinct from that of the parent organizations.

2/ Includes members, contract members, and shareholders, but does not include patrons not in these categories.

3/ Includes some intra-association transactions.

SOURCE OF DATA: Annual and special reports, schedules and other information pertaining to farmers' cooperatives, in the collection of source material, Cooperative Research and Service Division, Farm Credit Administration.

GRAIN, DRY BEANS, RICE

Cooperative marketing of grain did not become firmly established as early as the cooperative marketing of dairy products, but it developed more rapidly. The survey conducted by mail for the year 1913 brought in reports from less than a thousand associations. The peak year for farmers' cooperative elevators was in 1925-26 when 3,338 associations reported business amounting to \$750,000,000.

As the years passed, the cooperative features in many of these enterprises were abandoned and several hundred of the organizations are no longer included in the list of cooperatives (table 8).

TABLE 5. - FARMERS' MARKETING AND PURCHASING ASSOCIATIONS:
NUMBER, ESTIMATED MEMBERSHIP, AND ESTIMATED BUSINESS,
WITH PERCENTAGES, BY SPECIFIED GROUPS,
1937-38 MARKETING SEASON

GROUP	ASSOCIATIONS LISTED		ESTIMATED MEMBERS		ESTIMATED BUSINESS	
	<u>1/</u>		<u>2/</u>		<u>3/ 4/</u>	
	Number	Percent	Number	Percent	1,000 Dollars	Percent
Marketing:						
Cotton and Products	415	3.8	350,000	10.3	110,000	<u>5/</u> 4.6
Dairy Products	2,421	22.2	700,000	20.6	686,000	28.6
Fruits, Vegetables, Nuts	1,216	11.2	179,800	5.3	315,800	13.1
Grain, Dry Beans, Rice	2,619	24.0	360,000	10.6	475,000	19.8
Livestock	926	8.5	600,000	17.6	312,000	13.0
Poultry and Products	194	1.8	106,000	3.1	91,000	3.8
Tobacco	11	.1	70,000	2.0	13,000	.5
Wool and Mohair	130	1.2	50,000	1.5	11,300	.5
Miscellaneous <u>6/</u>	368	3.4	84,200	2.5	35,900	1.5
Total Marketing	8,300	76.2	2,500,000	73.5	2,050,000	85.4
Purchasing	2,600	23.8	900,000	26.5	350,000	14.6
Total Marketing and Purchasing	10,900	100.0	3,400,000	100.0	2,400,000	100.0

1/ Includes independent local associations, federations, large-scale centralized associations, sales agencies, and independent service-rendering associations, and subsidiaries whose business is distinct from that of the parent organizations.

2/ Includes members, contract members and shareholders, but does not include patrons not in these categories.

3/ Includes some intra-association transactions.

4/ The purchasing business of the marketing associations is estimated at \$117,000,000, and the marketing business of the purchasing associations is estimated at \$27,000,000. After adjustments the totals are: marketing \$1,960,000,000, purchasing \$440,000,000, total \$2,400,000,000.

5/ Includes some government loan cotton.

6/ Includes associations handling commodities not specified above, those handling several types of commodities, and those furnishing special marketing or other services.

SOURCE OF DATA: Annual and special reports, schedules and other information pertaining to farmers' cooperatives, in the collection of source material, Cooperative Research and Service Division, Farm Credit Administration.

The 2,619 grain associations active during the 1937-38 marketing season had an estimated total membership of 360,000 and transacted business amounting to \$475,000,000. Each of 8 States contained more than 100 active grain-marketing associations:

STATE	NUMBER OF ASSOCIATIONS
Illinois	340
North Dakota	317
Iowa	285
Kansas	262
Nebraska	262
Minnesota	252
South Dakota	190
Ohio	145

The Iowa associations had the largest total membership, 44,500. The Illinois associations reported the largest sales, \$99,000,000, but this was partly because two large sales agencies with headquarters in that State handled business originating in other States (table 15).

TABLE 6. - FARMERS' MARKETING ASSOCIATIONS: NUMBER, ESTIMATED MEMBERSHIP, AND ESTIMATED BUSINESS, 1913 TO 1937-38

YEAR	ASSOCIATIONS LISTED	ESTIMATED MEMBERS	ESTIMATED BUSINESS
	<i>1/</i>	<i>2/</i>	
	<i>Number</i>	<i>Number</i>	<i>1,000 Dollars</i>
1913	2,988	-	304,385
1921	6,476	-	1,198,493
1925-26	9,586	2,453,000	2,265,000
1927-28	10,195	2,602,000	2,172,000
1929-30	10,546	2,630,000	2,310,000
1930-31	10,362	2,608,000	2,185,000
1931-32	10,255	2,667,000	1,744,000
1932-33	9,352	2,457,300	1,199,500
1933-34	9,052	2,464,000	1,213,000
1934-35	8,794	2,490,000	1,343,000
1935-36	8,388	2,710,000	1,586,000
1936-37	8,151	2,414,000	1,882,600
1937-38	8,300	2,500,000	2,050,000

1/ Includes independent local associations, federations, large-scale centralized associations, sales agencies, and independent service-rendering associations, and subsidiaries whose business is distinct from that of the parent organizations.

2/ Includes members, contract members and shareholders, but does not include patrons not in these categories.

SOURCE OF DATA: Annual and special reports, schedules and other information pertaining to farmers' cooperatives, in the collection of source material, Cooperative Research and Service Division, Farm Credit Administration.

Transactions reported for Kansas amounted to \$49,500,000; Minnesota \$46,400,000; Iowa, \$45,000,000; and Nebraska, \$29,260,000 (table 15).

With the close of the 1937-38 grain-marketing season, the Farmers' National Grain Corporation, a sales agency organized in 1930, ceased to operate and is now being liquidated. Regional marketing associations are now furnishing sales service for local cooperative elevator associations.

TABLE 7. - DAIRY PRODUCTS: NUMBER OF ASSOCIATIONS, ESTIMATED MEMBERSHIP, AND ESTIMATED BUSINESS, 1913 TO 1937-38

YEAR	ASSOCIATIONS LISTED	ESTIMATED MEMBERS	ESTIMATED BUSINESS
	<i>1/</i>	<i>2/</i>	
	<i>Number</i>	<i>Number</i>	<i>1,000 Dollars</i>
1913	1,187	-	59,701
1921	1,579	-	227,982
1925-26	2,197	460,000	535,000
1927-28	2,479	600,000	620,000
1929-30	2,458	650,000	680,000
1930-31	2,391	725,000	620,000
1931-32	2,392	740,000	520,000
1932-33	2,293	724,000	390,000
1933-34	2,286	757,000	380,000
1934-35	2,300	750,000	440,000
1935-36	2,270	720,000	520,000
1936-37	2,338	656,900	577,100
1937-38	2,421	700,000	686,000

1/ Includes independent local associations, federations, large-scale centralized associations, sales agencies, and independent service-rendering associations, and subsidiaries whose business is distinct from that of the parent organizations.

2/ Includes members, contract members and shareholders, but does not include patrons not in these categories.

SOURCE OF DATA: Annual and special reports, schedules and other information pertaining to farmers' cooperatives, in the collection of source material, Cooperative Research and Service Division, Farm Credit Administration.

FRUITS, VEGETABLES, NUTS

Less than 500 fruit, vegetable and nut associations supplied data for the 1913 survey. The total business turnover for that year was less than \$70,000,000. Sales for the 1929-30 marketing season amounted to \$332,000,000. The count for 1930-31 showed 1,457 associations with a total membership of almost 200,000 (table 9).

The 1,216 associations active during the 1937-38 marketing season are scattered from coast to coast and from the Canadian border to

Mexico. All but 3 of the 48 States contain one or more of these cooperatives. California leads all other States with 371 organizations to serve its farmer-producers. Florida is credited with the second largest number, 85; Washington is third; Oregon fourth, and Michigan fifth. More than one-third of all the associations in this group are in the three States of California, Oregon, and Washington (table 15).

About 180,000 producers are served by the fruit, vegetable, and nut associations. More than half the members are in the 11 Western States; one-fourth of the total number operate farms or ranches in California (table 15).

TABLE 8. - GRAIN, DRY BEANS, AND RICE: NUMBER OF ASSOCIATIONS, ESTIMATED MEMBERSHIP, AND ESTIMATED BUSINESS, 1913 TO 1937-38

YEAR	ASSOCIATIONS LISTED	ESTIMATED MEMBERS	ESTIMATED BUSINESS
	<i>1/</i>	<i>2/</i>	
	<i>Number</i>	<i>Number</i>	<i>1,000 Dollars</i>
1913	960	-	130,555
1921	2,458	-	482,461
1925-26	3,338	520,000	750,000
1927-28	3,455	900,000	680,000
1929-30	3,448	810,000	690,000
1930-31	3,448	775,000	621,000
1931-32	3,500	705,000	450,000
1932-33	3,131	600,000	280,000
1933-34	3,178	600,000	285,000
1934-35	3,125	580,000	315,000
1935-36	3,010	610,000	360,000
1936-37	2,614	362,900	397,900
1937-38	2,619	360,000	475,000

1/ Includes independent local associations, federations, large-scale centralized associations, sales agencies, and independent service-rendering associations, and subsidiaries whose business is distinct from that of the parent organizations.

2/ Includes members, contract members and shareholders, but does not include patrons not in these categories.

SOURCE OF DATA: Annual and special reports, schedules and other information pertaining to farmers' cooperatives, in the collection of source material, Cooperative Research and Service Division, Farm Credit Administration.

The fruits, vegetables, and nuts sold through these cooperatives in 1937-38 were valued at \$315,800,000. More than half the returns were received by California cooperatives and a large portion of this amount went to the associations handling citrus fruit (table 15).

Price-bargaining cooperatives for sugar beets are to be found in Nebraska, Colorado, Idaho, Utah, and California. Crops grown for canning factories are sold by producers' bargaining cooperatives in Utah. Fresh

vegetables are shipped in season to the big cities along the North Atlantic Coast by producer-owned organizations in Florida, South Carolina, Virginia, New Jersey, Louisiana, the lower Rio Grande Valley, and parts of Colorado and southern California.

All the almond, walnut, and filbert associations are in the Pacific Coast States. Locals for selling pecans are found in Georgia, Louisiana, and Texas. Cooperatives for marketing peanuts have been established in Virginia, Georgia, and Texas.

TABLE 9. - FRUITS, VEGETABLES, AND NUTS: NUMBER OF ASSOCIATIONS, ESTIMATED MEMBERSHIP, AND ESTIMATED BUSINESS, 1913 TO 1937-38

YEAR	ASSOCIATIONS LISTED <i>1/</i>	ESTIMATED MEMBERS <i>2/</i>	ESTIMATED BUSINESS
	<i>Number</i>	<i>Number</i>	<i>1,000 Dollars</i>
1913	456	-	69,921
1921	791	-	229,322
1925-26	1,276	200,000	296,000
1927-28	1,309	230,000	314,600
1929-30	1,428	232,000	334,600
1930-31	1,457	199,000	332,000
1931-32	1,417	198,000	291,600
1932-33	1,333	187,500	208,500
1933-34	1,251	200,000	193,500
1934-35	1,135	172,800	211,300
1935-36	1,115	182,000	225,100
1936-37	1,153	155,000	294,800
1937-38	1,216	179,800	315,800

1/ Includes independent local associations, federations, large-scale centralized associations, sales agencies, and independent service-rendering associations, and subsidiaries whose business is distinct from that of the parent organizations.

2/ Includes members, contract members and shareholders, but does not include patrons not in these categories.

SOURCE OF DATA: Annual and special reports, schedules and other information pertaining to farmers' cooperatives, in the collection of source material, Cooperative Research and Service Division, Farm Credit Administration.

LIVESTOCK

Cooperative livestock shipping associations increased from less than 100 in 1913 to more than 2,300 in 1924, but decreased to less than 1000 in 1937 (table 10). The years of greatest organization activity were 1918 to 1922, inclusive. During 1920 and 1921 associations were formed at the rate of one a day. Most of the livestock was moved to market by rail during the 1920's, and local associations performed an economic service by arranging for shipping days, assembling enough ani-

mals to permit use of carlot rates, and by distributing the returns to producers.

As hard-surfaced roads were built from the terminal markets into the country, as swiftly moving trucks brought transportation service to the farms, and as packers began direct buying in the country, the shipping associations disappeared one by one.

Another institution created by the farmer to increase his income from livestock is the cooperative terminal-market sales agency. There are now 38 associations with 52 offices on 39 markets. Since the first of the existing associations was formed in 1918, more than 190 million animals with a sales value of more than 3 billion dollars have been handled. During recent years from 12 to 14 million animals have been handled each year.

TABLE 10. - LIVESTOCK: NUMBER OF ASSOCIATIONS, ESTIMATED MEMBERSHIP, AND ESTIMATED BUSINESS, 1913 TO 1937-38

YEAR	ASSOCIATIONS LISTED <i>1/</i>	ESTIMATED MEMBERS <i>2/</i>	ESTIMATED BUSINESS
	<i>Number</i>	<i>Number</i>	<i>1,000 Dollars</i>
1913	44	-	4,824
1921	992	-	106,845
1925-26	1,770	400,000	320,000
1927-28	2,012	450,000	320,000
1929-30	2,153	465,000	320,000
1930-31	2,014	400,000	300,000
1931-32	1,885	450,000	260,000
1932-33	1,575	440,000	182,000
1933-34	1,371	410,000	162,000
1934-35	1,197	410,000	175,000
1935-36	1,040	600,000	250,000
1936-37	1,012	549,000	320,600
1937-38	926	600,000	312,000

1/ Includes independent local associations, federations, large-scale centralized associations, sales agencies, and independent service-rendering associations, and subsidiaries whose business is distinct from that of the parent organizations.

2/ Includes members, contract members, and shareholders, but does not include patrons not in these categories.

SOURCE OF DATA: Annual and special reports, schedules and other information pertaining to farmers' cooperatives, in the collection of source material, Cooperative Research and Service Division, Farm Credit Administration.

In addition to the terminal-market sales agencies there are a number of associations operating mainly in the country. These conduct a direct-to-packer service for slaughter stock and a range-to-feedlot service for feeders. These organizations handle about 500,000 animals an-

nually. A cooperative packing company owned by farmers slaughters about 100,000 animals each year and sells packing house products to the value of \$3,000,000.

About 20 cooperative auctions for selling livestock are operating at country points.

COTTON AND COTTON PRODUCTS

Cooperatives for handling cotton and cotton products increased from 79 in 1913 to 415 for the 1937-38 marketing season (table 11). A large-scale cotton-marketing program, launched in the early twenties, is still being continued in a modified form. Fifteen State and regional associations and an overhead sales agency which serves 12 of these organizations, handles and markets nearly 2,000,000 bales of cotton a year.

Estimated membership for the cotton cooperatives has been affected by the membership policies of the large-scale associations. Figures are

TABLE 11. - COTTON: NUMBER OF ASSOCIATIONS, ESTIMATED MEMBERSHIP, AND ESTIMATED BUSINESS, 1913 TO 1937-38

YEAR	ASSOCIATIONS LISTED <i>1/</i>	ESTIMATED MEMBERS <i>2/</i>	ESTIMATED BUSINESS
	<i>Number</i>	<i>Number</i>	<i>1,000 Dollars</i>
1913	79	-	15,098
1921	47	-	23,498
1925-26	121	300,000	150,000
1927-28	125	140,000	97,000
1929-30	199	150,000	110,000
1930-31	261	190,000	130,000
1931-32	267	240,000	69,000
1932-33	274	200,000	42,000
1933-34	250	200,000	100,000
1934-35	305	255,000	100,000
1935-36	311	300,000	<i>3/</i> 110,000
1936-37	401	341,800	<i>3/</i> 138,500
1937-38	415	350,000	<i>3/</i> 110,000

1/ Includes independent local associations, federations, large-scale centralized associations, sales agencies, and independent service-rendering associations, and subsidiaries whose business is distinct from that of the parent organizations.

2/ Includes members, contract members and shareholders, but does not include patrons not in these categories.

3/ Includes some government loan cotton.

SOURCE OF DATA: Annual and special reports, schedules and other information pertaining to farmers' cooperatives, in the collection of source material, Cooperative Research and Service Division, Farm Credit Administration.

low for years in which the membership rolls were cleared of names of farmers no longer delivering cotton.

The amount of business transacted varied with the number of bales delivered for marketing and the price of cotton.

In addition to the big marketing associations about 400 local cooperatives engage in ginning cotton, many of them in selling cotton, and nearly all of them in selling cottonseed. More than half of these have been organized during the last 5 years. Also there are 5 associations for crushing cottonseed and marketing the oil, cake, and meal, linters, and other cotton products.

During the last two seasons four cooperative warehouses have been established in Georgia to supply storage and classing service, and when requested, marketing service.

More than half of the active associations are in Texas and nearly a fourth in Oklahoma. Texas is also the outstanding State in number of members. Texas and Mississippi reported cooperative cotton business amounting to \$29,800,000 and \$29,000,000 respectively for the 1937-38 marketing season. The total business including Government loan cotton transactions was \$110,000,000 (table 15).

POULTRY AND POULTRY PRODUCTS

Poultry and egg cooperatives have increased from 71 active organizations for the 1925-26 marketing season to 194 for the 1937-38 season. Membership and amount of business have also more than doubled during the 12-year period (table 12).

The large-scale Pacific Coast associations, which were the backbone of cooperative poultry and egg marketing 12 years ago, are still the most important group. They account for more than half of the total dollar volume. Six associations in Utah had sales of nearly \$10,000,000 during the 1937-38 marketing season and 19 associations in Missouri reported 5,800 members and sales of \$7,300,000 for the same season.

Two recent developments in the poultry - and - egg field are the establishment of local and regional organizations for marketing turkeys and the development of cooperative auctions at country points for the selling of both eggs and poultry. About 70 associations are engaged principally in handling turkeys. Most of these are concerned with assembling dressed turkeys for shipment. Three regional sales agencies located at Salt Lake City, Utah; Plainview, Texas; and St. Paul, Minnesota, do much of the terminal marketing for the local organizations.

Twenty-five local associations have been established to sell eggs and poultry by the auction method. These are located in New Hampshire,

TABLE 12. - POULTRY AND POULTRY PRODUCTS: NUMBER OF ASSOCIATIONS, ESTIMATED MEMBERSHIP, AND ESTIMATED BUSINESS, 1921 TO 1937-38

YEAR	ASSOCIATIONS LISTED <u>1/</u>	ESTIMATED MEMBERS <u>2/</u>	ESTIMATED BUSINESS
	<i>Number</i>	<i>Number</i>	<i>1,000 Dollars</i>
1921	26	-	15,011
1925-26	71	50,000	40,000
1927-28	90	50,000	40,000
1929-30	157	67,000	79,400
1930-31	160	82,000	86,000
1931-32	172	88,000	72,000
1932-33	154	78,000	53,000
1933-34	147	73,000	48,000
1934-35	164	85,000	53,000
1935-36	154	93,000	69,000
1936-37	180	112,500	72,000
1937-38	194	106,000	91,000

1/ Includes independent local associations, federations, large-scale centralized associations, sales agencies, and independent service-rendering associations, and subsidiaries whose business is distinct from that of the parent organizations.

2/ Includes members, contract members, and shareholders, but does not include patrons not in these categories.

SOURCE OF DATA: Annual and special reports, schedules and other information pertaining to farmers' cooperatives, in the collection of source material, Cooperative Research and Service Division, Farm Credit Administration.

Massachusetts, Rhode Island, Connecticut, New York, New Jersey, Pennsylvania, Ohio, and Indiana (table 15).

WOOL AND MOHAIR

From 1925 to 1937 associations for handling clips of wool for farmers and ranchmen increased from 91 to 130. Such enterprises are now to be found in 35 States. The estimated membership of the wool associations was the same at the end of the period as at the beginning, but the estimated business for the 1937-38 marketing season was \$1,300,000 greater than for 1925-26 (table 13).

More than two-thirds of the 130 associations of record are local wool pools. These are small informal organizations, inactive during the greater part of each year but becoming active when the sheep have been sheared in the spring. The clips from the farms are assembled and offered for sale to the highest bidder, consigned to a cooperative or private sales agency, or sold direct to the woolen mills. There are more than 30 of these pools in Pennsylvania, some in Virginia, Kentucky, and Tennessee (table 15).

In more than 30 States there are large direct-membership organiza-

tions which serve the entire State or parts of several States. These handle the greater part of the wool marketed through cooperative channels. The regional associations grade the wool and arrange it in large lots of uniform quality before offering it for sale.

TABLE 13. - WOOL AND MOHAIR: NUMBER OF ASSOCIATIONS, ESTIMATED MEMBERSHIP, AND ESTIMATED BUSINESS, 1921 TO 1937-38

YEAR	ASSOCIATIONS LISTED <i>1/</i>	ESTIMATED MEMBERS <i>2/</i>	ESTIMATED BUSINESS
	<i>Number</i>	<i>Number</i>	<i>1,000 Dollars</i>
1921	70	-	9,786
1925-26	91	50,000	10,000
1927-28	99	25,000	7,000
1929-30	131	40,000	10,800
1930-31	136	64,000	26,000
1931-32	134	62,000	21,000
1932-33	115	62,000	9,000
1933-34	120	63,800	13,700
1934-35	119	71,000	15,700
1935-36	114	51,400	11,000
1936-37	139	79,200	11,500
1937-38	130	50,000	11,300

1/ Includes independent local associations, federations, large-scale centralized associations, sales agencies, and independent service-rendering associations, and subsidiaries whose business is distinct from that of the parent organizations.

2/ Includes members, contract members, and shareholders, but does not include patrons not in these categories.

SOURCE OF DATA: Annual and special reports, schedules and other information pertaining to farmers' cooperatives, in the collection of source material, Cooperative Research and Service Division, Farm Credit Administration.

Twenty-one of the large-scale wool associations are members of a national cooperative sales agency in Boston, which supplies the wool market in accordance with its needs as reflected by prices. About 30 million pounds of wool is handled annually by this organization.

Two large associations not affiliated with the national sales agency have offices in Boston. One serves the Pacific Northwest and the other the State of Ohio.

MISCELLANEOUS PRODUCTS

In addition to the 7,900 cooperatives that are concerned in the marketing of groups of related products, there are 368 other marketing enterprises. These organizations are of two kinds: (1) those handling a number of non-related products such as cream, poultry, hides, wool, apples, flax fiber, mustard seed, etc., and, (2) those handling specific

products, as tobacco, hay, honey, flowers, tung oil, fox fur, etc. There are about 300 associations in the first group and 60 odd in the second group.

Eleven associations engaged in the cooperative marketing of tobacco are located in Maryland, Virginia, Kentucky, Tennessee, Missouri, Ohio, and Wisconsin. They have a total membership of 70,000 and during the last marketing season handled tobacco valued at \$13,000,000 (table 14).

Fourteen associations marketing forage crop seeds have 2,000 members and during the last marketing season had sales of more than \$660,000.

In the southern States, there are ten cooperatives manufacturing cane syrup or sugar. Five associations located in the northern States market forest products including maple syrup and pulp wood.

Five associations handle flowers or ferns for their members. There is one association for the marketing of tung oil and one for handling tung-tree nursery stock. Broomcorn and fox fur are each handled by but one cooperative.

PURCHASING ASSOCIATIONS

The 111 purchasing associations included in the cooperative survey for 1913 were classified as stores. Seventeen of the records obtained were for organizations in Wisconsin and the same number for associations in Kansas. There were 14 associations in Minnesota, 11 in North Carolina, 7 in Iowa, and 6 each in Massachusetts and Washington, with smaller numbers in 18 other States.

The 2,600 purchasing associations included in the survey for the 1937-38 marketing season are in 46 of the 48 States. The leading States are: Minnesota, 253 associations; Wisconsin, 216; Nebraska, 179; New York, 164; Missouri, 152; Iowa, 143; Kansas, 134; Illinois, 122, and Ohio, 110.

The purchasing associations have an estimated membership of 900,000. Patrons in addition to the members number several hundred thousand. Fifty-six percent of the membership is in the North Central States; more than 14 percent in the Middle Atlantic States; and 10 percent in the New England States.

The total business reported by the 2,600 associations in 1937-38 was \$350,000,000. This figure, however, includes \$27,000,000 of marketing business. The 8,300 marketing associations reported having purchased supplies to the value of \$117,000,000. The total purchasing business, therefore, was \$440,000,000, and the total marketing business by both groups was \$1,960,000,000, making a grand total for both purchasing and marketing of \$2,400,000,000 (table 14).

TABLE 14. - PURCHASING: NUMBER OF ASSOCIATIONS, ESTIMATED MEMBERSHIP, AND ESTIMATED BUSINESS, 1913 TO 1937-38

YEAR	ASSOCIATIONS LISTED <u>1/</u>	ESTIMATED MEMBERS <u>2/</u>	ESTIMATED BUSINESS <u>3/</u>
	<i>Number</i>	<i>Number</i>	<i>1,000 Dollars</i>
1913	111	-	5,928
1921	898	-	57,721
1925-26	1,217	247,000	135,000
1927-28	1,205	398,000	128,000
1929-30	1,454	470,000	190,000
1930-31	1,588	392,000	215,000
1931-32	1,645	533,000	181,000
1932-33	1,648	542,700	140,500
1933-34	1,848	692,000	152,000
1934-35	1,906	790,000	187,000
1935-36	2,112	950,000	254,000
1936-37	2,601	856,000	313,400
1937-38	2,600	900,000	<u>4/</u> 350,000

1/ Includes independent local associations, federations, large-scale centralized associations, sales agencies, and independent service-rendering associations, and subsidiaries whose business is distinct from that of the parent organizations.

2/ Includes members, contract members, and shareholders, but does not include patrons not in these categories.

3/ Includes some intra-association transactions.

4/ The purchasing business of the marketing associations is estimated at \$117,000,000, and the marketing business of the purchasing associations is estimated at \$27,000,000. After adjustments the totals are: marketing \$1,960,000,000, purchasing \$440,000,000, total \$2,400,000,000.

SOURCE OF DATA: Annual and special reports, schedules and other information pertaining to farmers' cooperatives, in the collection of source material, Cooperative Research and Service Division, Farm Credit Administration.

The purchasing associations are of two kinds - local organizations engaged in serving farmers directly; and regional associations which serve the local associations as wholesale centers of supply. There are at least 20 of these regional, wholesale associations. Some of them have established branch warehouses from which the locals are served. The supplies handled in the greatest quantities are feed, petroleum products, fertilizer, seed, coal, and machinery.

More than half of the wholesales maintain educational departments with trained personnel for promoting the cooperative principles and practices among employees, officers, members, patrons, and prospective patrons.

Several of the wholesales have undertaken the manufacture of supplies required by the farmers they serve. Plants have been established for grinding feed, mixing fertilizer, cleaning seed, compounding lubri-

cating oil, making the containers needed for shipping fruit, manufacturing paint, spray material, wagon boxes, and other essential supplies. One wholesale is now erecting a plant for refining gasoline.

Several federations of wholesales have been formed. A large fertilizer plant on deep water at Baltimore is owned and operated for the benefit of a regional and a state-wide association. One of the big cooperative feed plants is jointly operated for several of the wholesales. A recently organized federation plans to manufacture the "Co-op" tractor and later make farm machinery. A national federation, including about one-half of the wholesales in the United States, and a Canadian wholesale have established an office in Chicago. Its principal activity is bargaining for quantity prices for the supplies required by its members.

One of the regional wholesales has developed a considerable business with European cooperatives. Shipments of lubricating oil, grease, and fly spray manufactured in its own plant have been shipped across the Atlantic during the last four years. Among the cooperative wholesales making purchases are those for France, Belgium, the Netherlands, Estonia, Bulgaria, and Scotland. Large quantities of petroleum products have also been shipped to the cooperatives in Canada.

COMMODITIES, GEOGRAPHIC DIVISIONS, STATES

Detailed figures for the number of associations, estimated membership, and estimated business by geographic divisions and by States are shown in table 15.

TABLE 15. FARMERS' MARKETING AND PURCHASING ASSOCIATIONS: 1/ ESTIMATED MEMBERSHIP 2/, AND ESTIMATED BUSINESS 3/, BY SPECIFIED GROUPS, GEOGRAPHIC DIVISIONS AND STATES, 1937-38 MARKETING SEASON

GEOGRAPHIC DIVISION AND STATE	COTTON AND COTTON PRODUCTS			DAIRY PRODUCTS			FRUITS AND VEGETABLES		
	ASSOCIATIONS LISTED 1937-38	ESTIMATED MEMBERS	ESTIMATED BUSINESS ^{3/}	ASSOCIATIONS LISTED 1937-38	ESTIMATED MEMBERS	ESTIMATED BUSINESS	ASSOCIATIONS LISTED 1937-38	ESTIMATED MEMBERS	ESTIMATED BUSINESS
	Number	Number	\$1,000	Number	Number	\$1,000	Number	Number	\$1,000
United States	415	350,000	110,000	2,421	700,000	686,000	1,164	164,000	300,000
NEW ENGLAND:				53	28,800	50,260	20	1,460	6,590
Maine				3	500	360	8	560	1,300
New Hampshire				3	400	500	2	50	210
Vermont				31	8,300	15,900			
Massachusetts				10	16,000	26,300	8	680	4,900
Rhode Island				1	1,200	1,700			
Connecticut				5	2,400	5,500	2	170	180
MIDDLE ATLANTIC:				98	85,080	126,300	60	10,910	14,720
New York				61	61,000	100,000	39	5,800	7,000
New Jersey				2	80	300	8	3,650	3,450
Pennsylvania				35	24,000	26,000	13	1,460	4,270
EAST NDRTN CENTRAL:				948	232,000	233,000	109	14,060	18,280
Ohio				41	30,000	22,000	17	2,210	5,500
Indiana				28	25,000	18,000	7	810	400
Illinois				88	69,000	75,000	13	760	300
Michigan				63	40,000	38,000	54	8,500	9,380
Wisconsin				725	68,000	80,000	18	1,750	2,700
WEST NDRTN CENTRAL:				1,092	269,300	180,400	81	11,420	11,360
Minnesota				637	90,000	100,000	24	4,000	1,930
Iowa				287	67,300	45,000	6	470	230
Missouri				15	23,000	13,000	32	3,370	5,750
North Dakota				35	7,000	2,000	6	480	290
South Dakota				50	17,000	6,000	2	590	270
Nebraska				51	52,000	10,000	7	2,400	2,600
Kansas				17	13,000	4,400	4	110	290
SDUTN ATLANTIC:	13	45,200	11,360	35	6,410	19,550	160	17,770	28,790
Delaware							1	10	
Maryland				6	4,200	13,000	8	1,100	1,840
District of Columbia									
Virginia				10	1,300	3,300	26	4,440	2,200
West Virginia				3	60	360	2	30	150
North Carolina	4	7,000	3,780	5	200	690	13	1,900	300
South Carolina	1	8,000	2,850				10	1,060	2,000
Georgia	5	30,000	4,700	7	550	1,000	15	3,830	1,300
Florida	3	200	30	4	100	1,200	85	5,100	21,000
EAST SDUTN CENTRAL:	46	125,300	41,340	15	5,140	3,840	51	5,580	2,780
Kentucky				3	2,000	2,200	15	1,850	970
Tennessee	1	60,000	11,000	10	2,100	1,200	10	830	270
Alabama	6	8,300	1,340				19	2,200	1,300
Mississippi	39	57,000	29,000	2	740	440	7	700	240
WEST SDUTN CENTRAL:	345	177,200	49,840	25	10,650	4,200	92	9,900	7,740
Arkansas	3	200	1,040	1	50		36	3,000	1,170
Louisiana	5	35,000	12,000	3	2,000	300	25	3,800	2,560
Oklahoma	91	42,000	7,000	16	6,900	2,000	2	360	10
Texas	246	100,000	29,800	5	1,700	1,900	29	2,740	4,000
MOUNTAIN:	7	900	1,290	54	29,720	12,750	95	37,100	26,240
Montana				11	1,330	950	4	1,350	1,000
Idaho				12	21,940	8,700	20	9,200	3,700
Wyoming				8	670	500	3	480	600
Colorado				10	1,500	960	32	12,400	15,000
New Mexico	6	800	1,200	1	20	70	3	170	200
Arizona	1	100	90	3	460	320	6	500	340
Utah				8	3,800	1,250	27	10,000	5,400
Nevada				1					
PACIFIC:	4	1,400	6,170	101	32,900	55,700	496	55,800	183,500
Washington				30	16,000	16,000	68	9,000	13,500
Oregon				38	8,900	9,700	57	9,800	19,000
California	4	1,400	6,170	33	8,000	30,000	371	37,000	151,000

1/ Includes independent local associations, federations, large-scale centralized associations, sales agencies, and independent service-rendering associations, and subsidiaries whose business is distinct from that of the parent organizations.

2/ Includes members, contract members and shareholders, but does not include patrons not in these categories.

3/ Estimated membership and estimated business for each association is credited to the state in which the association has its headquarters.

4/ Includes some government loan cotton.

TABLE 15. (Continued)

GEOGRAPHIC DIVISION AND STATE	GRAIN ^{1/}			LIVESTOCK			NUTS		
	ASSOCIATIONS LISTED 1937-38	ESTIMATED MEMBERS	ESTIMATED BUSINESS	ASSOCIATIONS LISTED 1937-38	ESTIMATED MEMBERS	ESTIMATED BUSINESS	ASSOCIATIONS LISTED 1937-38	ESTIMATED MEMBERS	ESTIMATED BUSINESS
	Number	Number	\$1,000	Number	Number	\$1,000	Number	Number	\$1,000
United States	2,619	360,000	475,000	926	600,000	312,000	52	15,800	15,800
NEW ENGLAND:									
Maine									
New Hampshire									
Vermont									
Massachusetts									
Rhode Island									
Connecticut									
MIDDLE ATLANTIC:	2	2,000	100	2	19,600	6,640			
New York	2	2,000	100	1	15,000	2,780			
New Jersey				1	2,500	460			
Pennsylvania				2/	2,100	3,400			
EAST NORTH CENTRAL:	634	96,000	163,100	281	298,000	148,200			
Ohio	145	28,300	35,000	14	56,000	28,500			
Indiana	55	7,800	11,300	24	59,000	25,000			
Illinois	340	41,000	99,000	75	120,000	75,000			
Michigan	68	14,400	14,000	31	18,000	9,200			
Wisconsin	26	4,500	3,700	137	45,000	10,500			
WEST NORTH CENTRAL:	1,053	219,400	218,660	503	201,000	99,330			
Minnesota	252	29,000	46,400	239	77,000	28,000			
Iowa	285	44,500	45,000	123	40,000	31,000			
Missouri	85	15,700	14,400	22	53,000	26,000			
North Dakota	317	33,500	22,600	90	10,000	3,870			
South Dakota	190	25,700	11,500	15	5,000	1,400			
Nebraska	262	35,500	29,260	8	10,000	7,330			
Kansas	262	35,500	49,500	6	6,000	1,730			
SOUTH ATLANTIC:	5	800	400	57	16,050	4,570	8	3,920	1,720
Delaware									
Maryland	4	700	350	1	7,500	1,800			
District of Columbia									
Virginia	1	100	50	20	2,900	680	3	2,400	1,330
West Virginia				18	3,100	570			
North Carolina				5	1,000	440			
South Carolina				5	700	760			
Georgia				3	250	40	5	1,520	390
Florida				5	600	280			
EAST SOUTH CENTRAL:				23	29,000	6,350	1	20	50
Kentucky				1	15,000	4,300			
Tennessee				7	5,000	1,350			
Alabama				15	9,000	700	1	20	50
Mississippi									
WEST SOUTH CENTRAL:	133	13,500	52,470	4	7,650	18,240	3	280	30
Arkansas	2	500	2,100	2	150	10			
Louisiana	2	1,300	6,170						
Oklahoma	87	12,500	29,000	1	4,500	5,230			
Texas	42	5,200	15,200	1	3,000	13,000	3	280	30
MOUNTAIN:	105	13,600	13,400	43	24,460	20,270			
Montana	50	6,500	3,260	8	1,400	160			
Idaho	23	2,800	5,000	22	9,000	3,590			
Wyoming	5	860	340	1	100	30			
Colorado	23	3,000	2,600	6	10,500	11,200			
New Mexico	2	370	700	2	400	10			
Arizona									
Utah	2	70	1,500	3	3,000	5,200			
Nevada				1	60	80			
PACIFIC:	87	8,700	26,870	13	4,240	8,400	40	11,580	14,000
Washington	46	4,700	16,200	1	40		1	200	30
Oregon	16	2,500	4,500	5	2,100	1,700	9	1,600	570
California	25	1,500	6,170	7	2,100	6,700	30	9,780	13,400

^{1/} Including dry beans and rice.^{2/} Branch Agency.

TABLE 15. (Continued)

GEOGRAPHIC DIVISION AND STATE	POULTRY AND POULTRY PRODUCTS			TOBACCO			WOOL AND MOHAIR		
	ASSOCIATIONS LISTED 1937-38	ESTIMATED MEMBERS	ESTIMATED BUSINESS	ASSOCIATIONS LISTED 1937-38	ESTIMATED MEMBERS	ESTIMATED BUSINESS	ASSOCIATIONS LISTED 1937-38	ESTIMATED MEMBERS	ESTIMATED BUSINESS
	Number	Number	\$1,000	Number	Number	\$1,000	Number	Number	\$1,000
United States	194	106,000	91,000	11	70,000	13,000	130	50,000	11,300
NEW ENGLAND:	13	6,660	5,080				3	270	40
Maine	1	80	10				1	170	10
New Hampshire	1	1,280	640						
Vermont									
Massachusetts	5	2,000	1,980				2	100	30
Rhode Island	1	200	120						
Connecticut	5	3,100	2,330						
MIDDLE ATLANTIC:	23	17,250	9,630				33	3,950	300
New York	9	9,000	3,000				2	150	40
New Jersey	7	4,850	3,630						
Pennsylvania	7	3,400	3,000				31	3,800	260
EAST NORTH CENTRAL:	11	3,270	1,450	3	6,700	600	5	6,400	1,340
Ohio	4	1,220	950	2	3,400	380	1	2,000	990
Indiana	2	920	200				1	1,600	100
Illinois	3	1,000	150				1	1,000	60
Michigan	1	30	20				1	300	60
Wisconsin	1	100	130	1	3,300	220	1	1,500	130
WEST NORTH CENTRAL:	40	15,450	9,670	1	700	20	22	14,740	2,630
Minnesota	3	400	300				4	1,300	130
Iowa	4	5,700	1,100				10	2,160	170
Missouri	19	5,800	7,300	1	700	20	4	5,700	860
North Dakota	2	1,600	610				2	3,500	500
South Dakota	2	250	30				1	2,000	950
Nebraska	5	800	180						
Kansas	5	900	150				1	80	20
SOUTH ATLANTIC:	20	2,720	940	2	9,100	3,410	11	8,700	550
Delaware									
Maryland				1	8,600	2,420	1	200	20
District of Columbia	1	20	20						
Virginia	3	500	400	1	500	990	8	5,800	400
West Virginia	4	80	50				2	2,700	130
North Carolina	7	2,000	400						
South Carolina									
Georgia	1	30							
Florida	4	00	70						
EAST SOUTH CENTRAL:	3	2,680	220	6	53,500	8,970	16	9,240	490
Kentucky	1	200	10	4	36,500	7,300	5	2,400	240
Tennessee	1	2,360	90	1	17,000	1,670	8	6,600	210
Alabama							2	200	20
Mississippi	1	120	120				1	40	20
WEST SOUTH CENTRAL:	10	2,510	600				4	1,100	340
Arkansas	1	40	70						
Louisiana							2	800	300
Oklahoma	2	170	20						
Texas	7	2,300	510				2	300	40
MOUNTAIN:	53	16,660	12,310				32	3,560	4,260
Montana	20	1,900	280				8	700	420
Idaho	3	1,200	930				12	1,500	900
Wyoming	6	800	40				3	250	480
Colorado	12	6,000	890				2	600	860
New Mexico							3	100	260
Arizona	2	140	30				1	90	140
Utah	6	6,300	9,800				2	300	1,140
Nevada	4	320	340				1	20	60
PACIFIC:	21	38,800	51,100				4	2,040	1,350
Washington	6	26,000	20,500				1	40	200
Oregon	6	3,100	3,300				1	1,600	1,000
California	9	9,700	27,300				2	400	150

TABLE 15. (Continued)

GEOGRAPHIC DIVISION AND STATE	MISCELLANEOUS SELLING 1/			PURCHASING 2/ 2/			TOTAL		
	ASSOCIATIONS LISTED 1937-38	ESTIMATED MEMBERS	ESTIMATED BUSINESS	ASSOCIATIONS LISTED 1937-38	ESTIMATED MEMBERS	ESTIMATED BUSINESS	ASSOCIATIONS LISTED 1937-38	ESTIMATED MEMBERS	ESTIMATED BUSINESS
	Number	Number	\$1,000	Number	Number	\$1,000	Number	Number	\$1,000
United States	368	81,200	35,900	2,600	900,000	350,000	10,900	3,400,000	2,400,000
NEW ENGLAND:	13	1,730	360	70	94,950	30,960	172	133,870	93,290
Maine				25	6,000	2,300	38	7,310	3,980
New Hampshire	2	250	70	4	1,750	2,500	12	3,730	3,920
Vermont	2	180	70	4	800	1,070	37	9,280	17,040
Massachusetts	7	1,000	110	13	85,000	23,000	45	104,780	56,320
Rhode Island	1	150	20				3	1,550	1,840
Connecticut	1	150	90	24	1,400	2,090	37	7,220	10,190
MIDDLE ATLANTIC:	24	4,800	2,100	264	131,600	53,100	506	275,190	212,890
New York	13	1,700	500	164	105,000	39,000	291	199,650	152,420
New Jersey	8	2,600	1,150	25	6,600	4,500	51	20,280	13,490
Pennsylvania	3	500	450	75	20,000	9,600	164	55,260	46,980
EAST NORTH CENTRAL:	68	20,100	4,760	607	248,000	105,500	2,666	924,530	676,230
Ohio	7	6,000	820	110	38,000	23,000	344	167,160	117,140
Indiana	7	1,200	340	92	50,000	23,500	216	146,330	78,940
Illinois	10	5,300	400	122	82,000	27,000	652	320,060	276,910
Michigan	24	4,000	2,000	67	18,000	10,000	309	103,230	82,660
Wisconsin	20	3,600	1,200	216	60,000	22,000	1,145	187,750	120,580
WEST NORTH CENTRAL:	121	29,400	8,190	1,036	256,000	82,800	4,549	1,017,410	613,060
Minnesota	20	2,600	540	253	75,000	27,000	1,432	279,300	204,300
Iowa	6	600	700	143	42,000	11,000	864	202,730	134,200
Missouri	67	22,000	5,800	152	30,000	19,000	397	159,270	92,130
North Dakota	8	1,000	190	103	20,000	5,000	563	77,080	35,060
South Dakota	4	1,000	300	72	19,000	4,200	336	70,540	24,650
Nebraska	6	900	60	179	50,000	11,000	518	151,600	60,430
Kansas	10	1,300	600	134	20,000	5,600	439	76,890	62,290
SOUTH ATLANTIC:	57	10,040	9,710	98	39,530	22,470	466	160,240	103,470
Delaware							1	10	
Maryland	10	800	480	14	3,000	2,600	45	26,100	22,510
District of Columbia							1	20	20
Virginia	5	120	10	33	20,000	14,000	110	38,060	23,360
West Virginia				10	1,400	860	39	7,370	2,120
North Carolina	25	7,000	2,000	22	8,000	3,700	81	27,100	11,310
South Carolina	2	100	30	1	30	10	19	9,890	5,650
Georgia	9	1,700	190	13	6,800	600	58	44,680	8,220
Florida	6	320	7,000	5	300	700	112	7,010	30,280
EAST SOUTH CENTRAL:	28	10,800	1,350	94	25,000	5,400	282	267,260	70,790
Kentucky	1	600	170	7	1,500	300	37	60,050	15,490
Tennessee	8	1,200	250	15	2,800	800	61	98,190	16,840
Alabama	9	5,000	430	50	15,000	2,800	102	39,720	6,640
Mississippi	10	4,000	500	22	6,700	1,500	82	69,300	31,820
WEST SOUTH CENTRAL:	11	1,500	2,430	103	26,450	8,190	730	256,740	144,080
Arkansas	3	230	30	8	1,150	550	56	5,320	4,970
Louisiana	5	220	2,050	6	1,300	590	48	44,420	23,970
Oklahoma	1	150	100	31	10,000	2,450	231	76,580	45,810
Texas	2	900	250	58	14,000	4,600	395	130,420	69,330
MOUNTAIN:	19	3,330	3,460	172	35,470	8,780	580	164,800	102,760
Montana	9	700	220	89	10,000	3,100	199	26,880	9,390
Idaho	2	500	410	33	11,000	2,100	127	57,140	25,330
Wyoming	1	1,300	540	8	2,850	570	35	7,310	3,100
Colorado	3	500	260	29	9,000	2,000	117	43,500	33,770
New Mexico	1	220	2,000	2	1,350	600	20	3,430	5,040
Arizona	2	70	30	2	150	50	17	1,510	1,000
Utah	1	40		8	1,000	330	57	24,510	24,620
Nevada				1	120	30	8	520	510
PACIFIC:	27	2,500	3,540	156	42,000	32,800	949	199,960	383,430
Washington	11	900	410	84	19,000	11,000	248	75,880	77,840
Oregon	8	800	630	39	11,000	3,400	179	41,400	43,800
California	8	800	2,500	33	12,000	18,400	522	82,680	261,790

1/ Includes associations handling commodities not specified elsewhere, those handling several types of commodities, and those furnishing special marketing or other services.

2/ The purchasing business of the marketing associations is estimated at \$117,000,000, and the marketing business of the purchasing associations is estimated at \$27,000,000. After adjustments the totals are: marketing \$1,980,000,000, purchasing \$440,000,000, total \$2,420,000,000.

3/ Includes some intra-association transactions.

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U.S. Farm credit administration
Miscellaneous report
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